



ELEVATOR PITCH

Juniper security solutions' customers are facing some discouraging facts and trends that potentially expose their business, customers and partners to security threats:

SOS Juniper Elevator Pitch

Juniper security solutions' customers are facing some discouraging facts and trends that potentially expose their business, customers and partners to security threats:

- Juniper's NetScreen and SSG firewalls are at their end of life and are no longer capable of protecting your network, applications and assets from new threats.
- Juniper's SRX family of Service Gateways does poorly in 3rd party industry tests, which raises real concerns as to its continued ability to effectively protect your business.
- In all NSS Labs testing on Firewall, IPS and NGFW, Juniper SRX appliances test results were poor and below average.
- Leading industry analysts, such as Gartner, raise general concerns as to Juniper's security vision and loss of market share. Some examples:
 - In the latest Gartner Magic Quadrant for UTM:
 - Juniper is not considered as one of the leaders
 - Juniper rarely appears on Gartner's SMB customer shortlists for UTM
 - Juniper has not released new features primarily targeting SMB in the past 12 months.
- According to IDC, Juniper grew at a negative rate of 2.98% in EMEA from 2013 to 2014 (Fortinet grew 21.7% in EMEA during the same period).

SOS Juniper: The Fortinet Migration Program

Fortinet is actively replacing Juniper's firewalls throughout the world as businesses are looking to migrate from their existing security solutions and have gained significant expertise in migrating Juniper customers to Fortinet's FortiGate firewalls. To address the needs and concerns of many Juniper customers, we have launched the "SOS Juniper" program:

Fortinet's "SOS Juniper" program offers Juniper customers a highly competitive migration path from their existing security environment to Fortinet's industry leading solutions:

- Fortinet's technology and products are tested and recommended by all major independent real-world testing organizations.
- Proven lowest TCO per protected Mbps. For example:

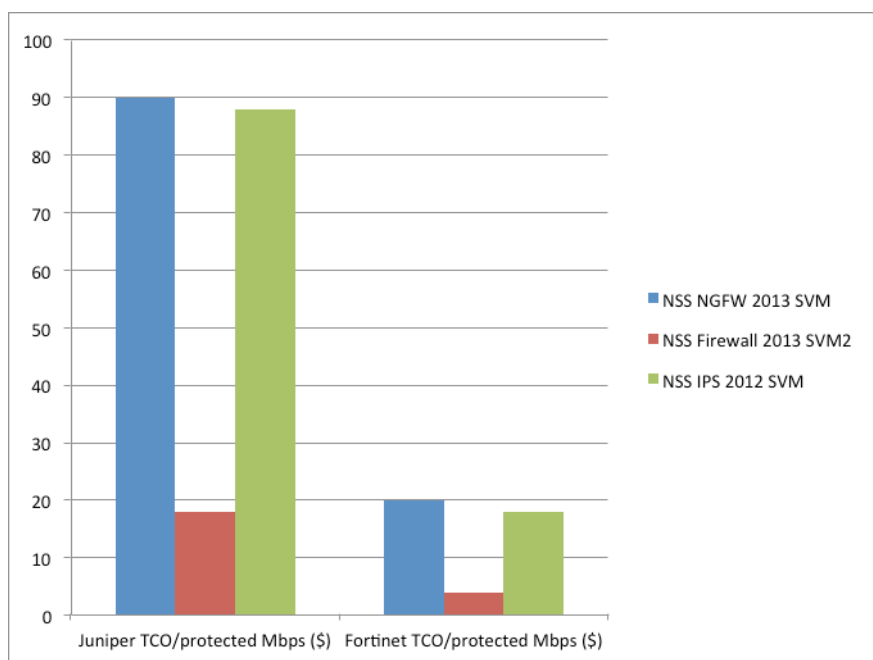


Diagram 1: TCO PER PROTECTED MBPS

- A security solution that can scale and evolve to protect your complete network, from the data center and the cloud, to your branch offices and remote users.
- Extensive NetScreen and SRX migration tools, experience and expertise to ensure a fast and effective migration to Fortinet's FortiGate firewalls.

It will be our pleasure to further present the program's advantages and see how it can be put to work to ensure that your business's current and future security needs are fully realized and are aligned with your business objectives.



GLOBAL HEADQUARTERS
Fortinet Inc.
899 Kifer Road
Sunnyvale, CA 94086
United States
Tel: +1.408.235.7700
www.fortinet.com/sales

EMEA SALES OFFICE
120 rue Albert Caquot
06560, Sophia Antipolis,
France
Tel: +33.4.8987.0510

APAC SALES OFFICE
300 Beach Road 20-01
The Concourse
Singapore 199555
Tel: +65.6513.3730

LATIN AMERICA SALES OFFICE
Prol. Paseo de la Reforma 115 Int. 702
Col. Lomas de Santa Fe,
C.P. 01219
Del. Alvaro Obregón
México D.F.
Tel: 011-52-(55) 5524-8480